



Framework Development for Preparing for Adulthood & Independent Non-Maintained Special School (INMSS) Provision

Lisa Taylor – Senior Commissioning
Manager

Maxine Smith – Commissioning Manager

Welcome & Purpose



We are bringing providers together to build on the feedback received from the engagement events held in February.



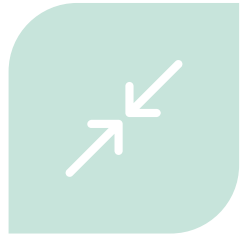
We want to share our plans for a new Lancashire Framework and how this will be structured



We want to co-design the Framework which we want to be a flexible, high-quality framework to meet the wider educational needs of young people with SEND



By the end of the session, participants will:



**HAVE A GREATER
UNDERSTANDING
OF THE NEED FOR A
LOCAL,
LANCASHIRE
FRAMEWORK,
INCLUDING
PRESSURE ON
EXISTING
FRAMEWORKS AND
CHANGING DEMAND**



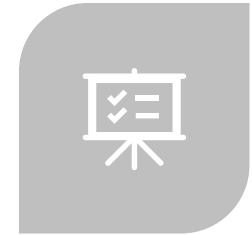
**GAIN INSIGHT
FROM THE LAST
ENGAGEMENT
EVENTS, WHAT IS
IMPORTANT TO
OUR PROVIDERS
AND BUILDING
ON THIS**



**UNDERSTAND
THE ROUTES TO
MARKET
INCLUDING
TIMELINES AND
FRAMEWORK
STRUCTURES**



**HELP SHAPE THE
PRIORITIES AND
PRINCIPLES OF
OUR
LANCASHIRE
FRAMEWORK**



**BE CLEAR ON
HOW TO APPLY
TO BE ON THE
FRAMEWORK,
HOW THE
PROCESS WILL
WORK AND WHAT
SUPPORT WILL
BE AVAILABLE**



Procurement Activity

Demand	Procurement Route	Timescales	What does this mean for you?
Immediate Term	Tender for Block Contracts to commission block placements whilst procurement activity is ongoing for an LCC Framework.	Intention to advertise in April/May 2026 .	Regularly check: • LCC's Tendering Opportunities page • Oracle Fusion Portal – log in • Find a Tender Service
Immediate Term	Call-off the SEND Flexible Purchasing System (FPS) if capacity becomes available.	Applications have re-opened for INMSS only and due to close at the end of April .	• Apply to join the FPS
Longer Term (Primary Route)	LCC Framework for Post 16/19 Provision and Independent Non-Maintained Special School Provision.	Intention to advertise in Summer 2026 .	Regularly check: • LCC's Tendering Opportunities page • Oracle Fusion Portal – log in • Find a Tender Service
Longer Term (Secondary Route)	SEND Flexible Purchasing System (FPS) .	Applications have re-opened for INMSS only and due to close at the end of April .	• Apply to join the FPS



Understanding Lancashire's SEND Landscape

February 2026



C.15,500 CYP (0-25 yr) have an EHCP. Equivalate to approx. 55 full schools). (Projected to rise to 17,200 by the end of March 2026. 10.1%)

24,473 pupils receive SEN support. Equivalate to approx. 80 full school (13.2%)

18.6% of all pupils in Lancashire schools in have SEN Support or an EHCP.

Over 1 in 5 children with SEND have Speech Language and Communication needs

Just under 1 in 5 have a Social, Emotional and Mental Health need (SEMH)



Understanding Post 16 Needs

February 2026

1,117 young people with an EHCP require a Post 16 placement in September 2026

This rises to 1,253 for 2027

627 young people will require a Post 19 placement

This cohort halves again by age 26 - year 16



Education Access and Inclusion Pressures in Lancashire

Permanent exclusions are more than double the national rate.

Around 3,500 CYP are electively home educated, with ~200 new notifications per month.

A significant number of CYP are missing out on education or not attending school.



Local Area SEND Inspection (2024) – Lancashire County Council



Inspectors found
“widespread and/or systemic failings” resulting in significant concerns about the experiences and outcomes for children and young people with SEND.



Improvement required:
Lancashire must produce a Priority Action Plan, with monitoring in 18 months and a full re-inspection in 3 years



What does the area partnership need to do better?
There is no consistent or comprehensive approach across Lancashire to preparing CYP for adulthood .



Priority Area: Preparation for Adulthood & Transitions

What we need to improve

- Preparation for adulthood does not consistently begin early enough in a child's journey
- Strengthen the Post 16/Post 19 offer
- to ensure clear, high quality pathways
- Begin PFA planning from Year 9 so support is timely
- Improve joint working across education, health, care & adults to ensure smoother transitions
- Embed PfA outcomes in EHCP's to make aspirations and planning is central to support

Development milestones (Jan 2027)

- Develop commissioned Post 16/Post19 pathways
- Expand local sufficiency to meet growing demand
- Co-produce PfA guidance with partners
- Strengthen and improve transitions into adult services
- Embed PfA as a core commissioning workstream
- Enhance the Local Offer with clearer, accessible PfA guidance to ensure families have reliable information at every stage of the transition



Lancashire Framework Needs Its own Framework



High and growing demand for Independent School Places in Lancashire

Immediate need for approx. 440 places, with a backlog of around 400 cases

40 cases per week are being discussed at CMP

The current regional FPS lacks the flexibility and capacity to meet Lancashire volume and the range of needs

A strengthened Post-16 is required to meet rising demand

A local framework would streamline sourcing placements, simplify processes, and support more timely decision-making



We asked you: What has been your experience of being on a framework?



Barriers to participation are significant. Providers report challenges with finding and registering for frameworks, restrictive requirements (such as DfE acceptance or building regulations), and confusion about which framework is relevant to them.

Communication and clarity are concerns. Respondents frequently mentioned unclear eligibility, inconsistent information, and difficulty knowing who to contact or how to join frameworks. Requests for better communication, more direct contacts, and clearer guidance are common.

Opportunities for improvement focus on more inclusive and transparent processes. Suggestions include greater input from local providers, recognition of innovative and specialist support models, and improved sharing of information and opportunities between providers and authorities.



We want to.....



Improve communication and strengthen partnership working with providers so that CYP have the best possible opportunities to achieve their aspirations



Enhance the support we offer providers, ensuring the application process is smooth, efficient and minimises burden and duplication



Share insights and data to more effectively to help providers understand local need and plan for future service development



We asked: How can we improve access to SEND school placements whilst being more innovative and accommodating of a wider range of SEND needs?

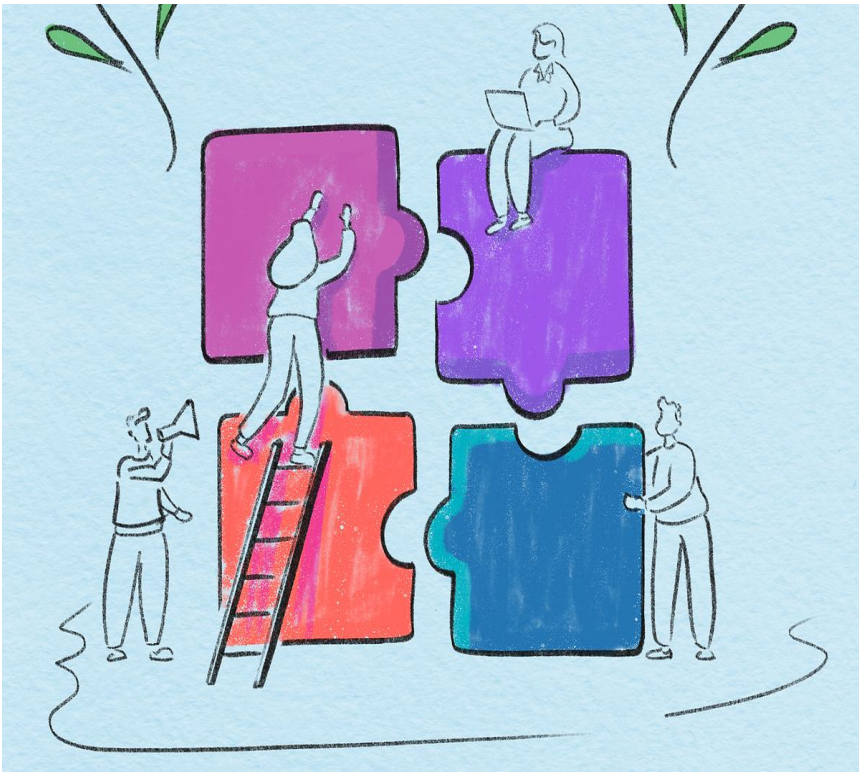
Stronger transition support - providers emphasised the importance of interim arrangements, smoother movement between placements, and ongoing wraparound support.

Greater flexibility – calls for more adaptable, personalised and creative provision to meet diverse and complex needs.

Improvements should focus on tailored, individual approaches, strong transition planning and flexible support models. Enhancing access and innovation in SEND school placements requires adaptable personalised provision, robust transition support, and a clear emphasis on SEND-specific solutions.



We asked: What should be our 3 main priorities in the design of a Lancashire Framework?



The responses highlighted three clear priorities:

Prioritising the needs and outcomes of young people, ensuring that provision is tailored to support their individual goals and circumstances.

Enhancing clear communication and transparency among all stakeholders, including providers, schools, and families, to improve understanding and collaboration.

Supporting a diverse and flexible range of high-quality providers, with clear processes and information to enable effective matching and sustained engagement.

Our Framework – Short Term Plan



Due to the urgent need to secure a high volume of placements, we will move forward with block purchasing placements with providers



Because block arrangements offer certainty around income and occupancy, we will be seeking a discount of any block purchased placements



Providers will be asked to confirm the number of places they can offer under a block and the discount they can apply



We are anticipating that details will be published after the Easter break

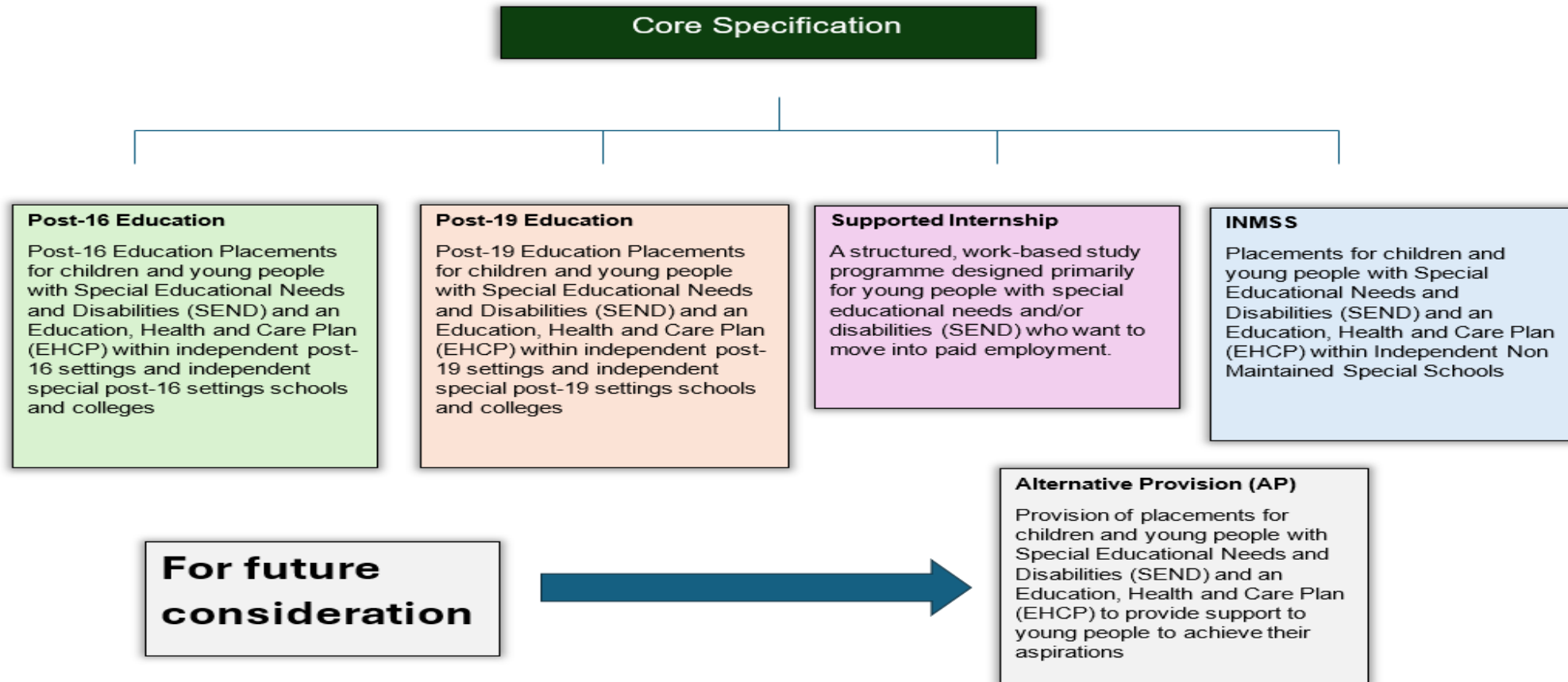


Block purchase feedback

- Would a block purchase opportunity be an attractive prospect for your business?
- Would you like to see more block purchase opportunities in the future?



Our Framework – Long Term Plan



Procurement Timeline

Timeframe	Task
January 2026 – April 2026	Service design and preparation of tender documentation
May – June 2026	Prepare final draft of tender documentation
July 2026	Tender Live - Tender is available on the procurement portal and open for applications
August 2026	Tender closes to applications
August 2026 – September 2026	Tender submissions are evaluated
November – December 2026	Contracts are awarded
January 2027	Framework commences – framework is operational, and placements can be sought from the framework

The above dates are subject to change and any updated to the timeline will be communicated via the tender documents.



Framework Design

- Does the design of the Lancashire framework present a proposition you would find appealing and beneficial to engage with?
- Would you like to see anything else within the framework design?





Lancashire County Council Pre-Market Engagement

Understanding how to bid and work with us



How LCC
Procurement
Works



Practical
Guidance on
Processes



Understand
the Platforms
for Processes



Interpreting &
Committing
Social Value



Supplier
Engagement
Programme

Who we are



Our Portals



Social Value



Contact details



**Where to find
information**



**Documents &
Responses**



**Supplier Engagement
Programme**



Who we are



Care & Public Health (CAPH) Procurement Category Team

Procurements relating to all Care and Public Health contracts including Adults Social care, Children and Young People's Social Care, Education and Public Health Services. Contracts register references start in ACS, CYP or CAPH

Team Mailbox: Caphprocurement@lancashire.gov.uk

Commercial Contract Management (CCM) Team

Providing support and development of consistent contract management activities across all service areas of the Council. Working with commissioners, procurement category teams and contract managers to develop practices and explore opportunities for efficiencies or change.

Team Mailbox: procurementcontractmanagement@lancashire.gov.uk

Procurement Information Management (PIM) Team

Providing support and vital data and information management to the Procurement Service and to service areas throughout the Council. Services and processes include P2P processes, system registrations and helpline, data management, integration information and more.

Team Mailbox: PIM@lancashire.gov.uk

Where to Find Information



Contracts Register:

A list of all current contracts including key information such as expiry dates, extension options, annual and total contract values and descriptions.

[How to do business with the county council - Lancashire County Council](#)



Procurement Portal (Oracle Fusion):

Central hub for live tenders advertised by LCC. Adverts will also be published on the LCC website and the Central Digital Platform (CDP).

Help centre information and step by step guidance is available.



FTS (Find a Tender Service):

Official UK platform for high-value public contracts. Notices will be published including potential market engagement, tender advertisement notices.



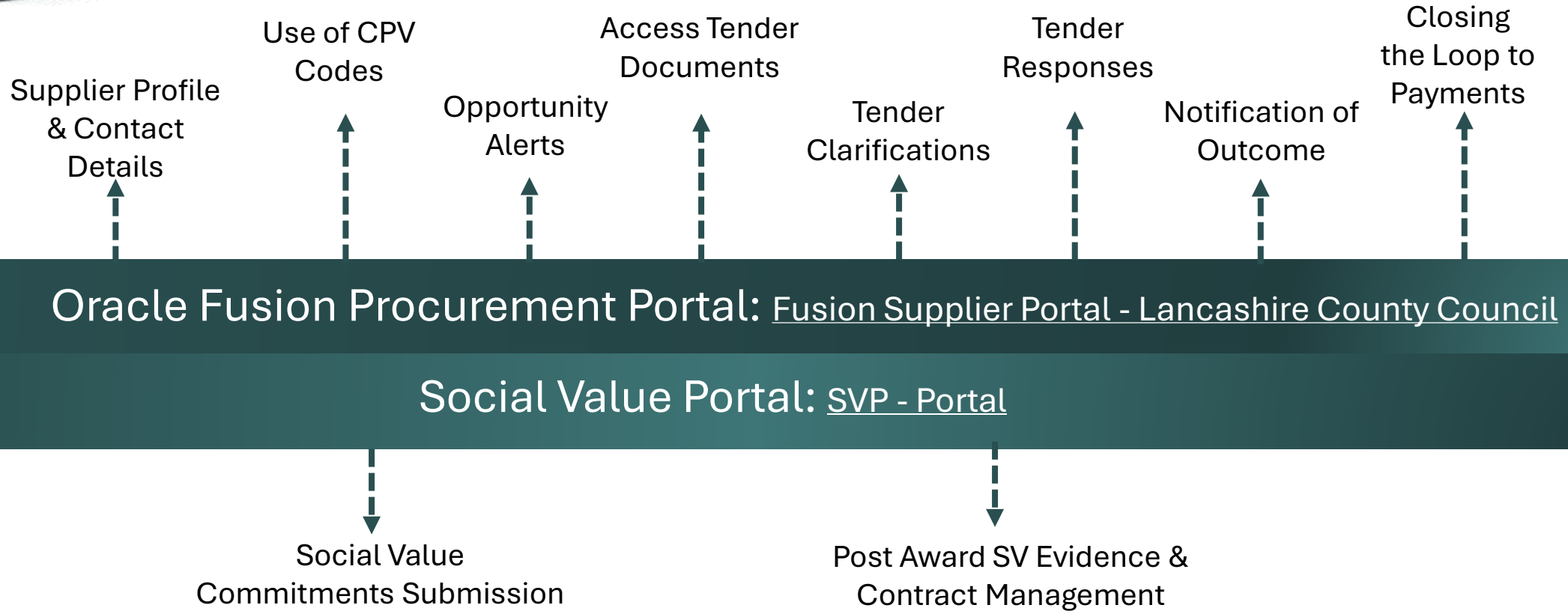
CPV Codes:

Used to classify procurement categories — ensure your profile includes relevant codes. Once you register with a CPV code you will receive notifications of opportunities linked to these codes.

[CPV Codes 2025 | Find the right code for free](#)



Our Portals & Systems



Overview of LCC Documents



*For Information
(no submission
required)*

*Contain key
information &
must be read
thoroughly*

*Outline the
requirements
& legally
binding
terms*

**Invitation to Tender
(ITT)**

**Specification &
Associated
Appendices**

Evaluation Criteria

**Draft T&CS (Contract
or Framework)**

**Procurement Specific
Questionnaire (PSQ)**

**Award Criteria
Questionnaire (ACQ)**

Price Schedule

**Supplier Incentive
Scheme (SIS)**

**Commercially
Sensitive
Information**

Form of Tender

*Documents
for completion
& submission*

*Must be
tailored and
accurate to
your
intentions*

*Form part of
the contract
deliverables
and legal
documents*

Drafting Your Response

The Use of AI

What good looks like:

- Tailor responses to the *actual* question/spec
- Respect word counts
- Show evidence and outcomes
- Avoid blanket “capability lists”
- Don’t qualify contract term

Common pitfalls:

- Boilerplate responses
- Missing method statements or assumptions left unstated
- Uploading pricing in the wrong template or missing cells
- Not using the clarification window

Efficiency



AI can support the efficient delivery of activities and requirements throughout the commissioning, procurement and contract management lifecycle.

Human in the Loop



Where AI is used, the generated content must be checked for accuracy – we recommend a *first draft* or *human in the loop* approach. The Council will hold supplier's responsible for all content produced during the procurement and contract management lifecycle.

Data Protection



Suppliers may use AI when working with the Council, however data which is shared with the supplier but is not available publicly must not be used in unsecure or open source Gen AI technologies



Social Value

“Social value is the additional economic, social and environmental benefits that LCC seeks to generate through its contracts, beyond the core goods or services being delivered.”

Delivered using the TOMs Framework

LCC uses the TOMs approach to structure, evaluate and compare supplier Social Value commitments.

The TOMs help ensure contributions align with priorities such as:

- Local employment and skills
- Supporting SMEs/VCSEs
- Community wellbeing
- Environmental sustainability
(Examples seen in LCC’s updated TOMs measures).



Lancashire support

- [Lancashire Skills Pledge](#)
- [Lancashire Careers Hub](#)
- [Boost - Lancashire's Business Growth Hub](#)
- [Lancashire Volunteer Partnership](#)
- [Community Foundation for Lancashire](#)
- [Lancashire Social Value Network](#)
- [Lancashire TOMs and Partners](#)

National support

- [UK Government Social Value Model](#)
- [Social Value Portal](#)
- [Supply Chain Sustainability School](#)

Why it matters to LCC

Ensures public money delivers **wider benefits for Lancashire’s communities**, including inclusive economic growth, stronger communities and improved environmental outcomes.

Strengthens supplier accountability and transparency while driving best value beyond price alone.

Social Value Portal



- A **minimum 10% weighting** is applied to Social Value in tender evaluations as part of the Commissioning and Procurement process.
- **A core requirement in all major procurements**
- LCC applies Social Value to all procurements, with **contracts over £100,000 managed through the Social Value Portal (SVP)**.
- Measured & monitored through the Social Value Portal.
- The SVP supports suppliers to **submit, validate and report** their commitments and evidence.
- LCC uses the Portal for **real-time tracking, automated alerts and performance reporting** against agreed social value outcomes.
- **Embedded through the full contract lifecycle**
- Social value expectations are set during commissioning, written into tender documents, and then **actively managed throughout the contract**, including **quarterly monitoring** via SVP.
- Contract Managers must understand commitments made, dependencies, and manage delivery through performance reviews.





Supplier Engagement Programme

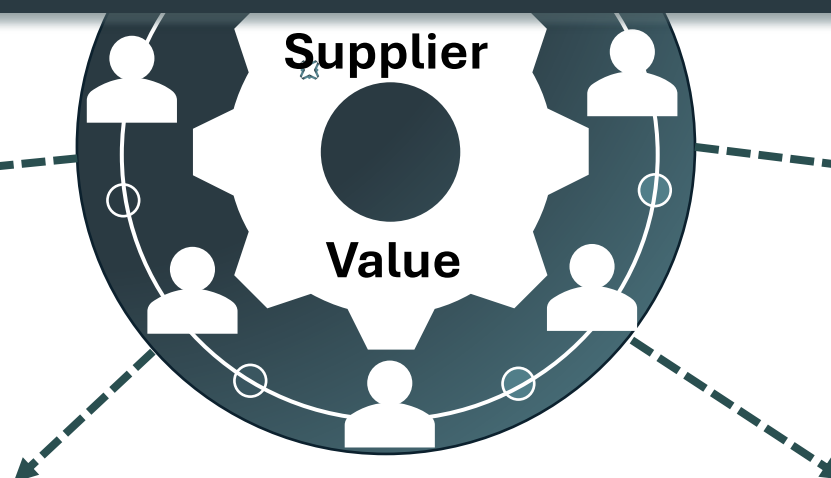
“Better outcomes start with better collaboration”



- Webinars • Networking • Meet the Buyer • Annual Conference • Awards •

A year-round programme to build a connected, innovative supplier community.

Earlier visibility of commissioning priorities and upcoming opportunities



Opportunities to build relationships, collaborate and innovate across sectors

Clearer understanding of how to work with the Council, including processes, systems and expectations

A voice in **shaping commissioning**, through insight-led, **two-way dialogue**





Supplier Engagement Programme

What's Coming Up:

Meet the Buyer Events



Social Value Portal Training



Annual Conference



Lancashire's Supplier Charter



Supplier Engagement Programme

What's Coming Up:



Meet the Buyer Events

- Next event 7th April
- Networking, individual meetings with procurement and LCC partners
- Information on opportunities
- Share genuine insights to shape the future of procurement



Annual Conference

- Summer, flagship event to share information
- Gather insights specific for sectors to shape the future
- Discuss LGR
- Launch the Supplier Charter



Lancashire's Supplier Charter

- Outline LCC commitments and supplier expectations
- Details of relationships and collaborations
- Will be on the website
- Soft testing ongoing to ensure it aligns to your expectations



Social Value Portal Training

- SVP offering free, monthly virtual supplier training for:
 - Bidders – tender stage
 - Suppliers – contract management stage
- 1:1 sessions also bookable for specific data review



Contact Information & Useful Links

Contact Information:

Procurementcontractmanagement@lancashire.gov.uk

Useful Links:

[How to do business with the county council - Lancashire County Council Help & Support](#) (Social Value Portal)

Live Events:

Meet the Buyer April 2026 – open for registration

<https://lccevents.evolutive.co.uk/event/details/1613825/Lancashire-County-Council-Meet-the-Buyer-In-person-Event>

Social Value Portal bidder and supplier events: <https://calendly.com/supplier-events>

What happens next:

- Please keep informed and attend future events – watch our social media & website!
- Insights from the events will shape our future and we need you to do it.
- Get in touch if you have ideas, want to share knowledge or need the link to register directly to your email.





What are your thoughts on how to work with LCC & engage with us?
Any questions?

- Ensure you are **registered** on:
 - the Fusion Supplier Portal
 - Social Value Portal
 - Central Digital Platform
- If you are already registered ensure all **contact details** are up to date
- Utilise the Consortium Exchange
- Ask questions & Share insights
- Register for the Meet the Buyer Event to meet procurement, network & share genuine insights